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Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 ADP-00 EB-11 FRB-02 TRSE-00 OMB-01

AID-20 OPIC-12 XMB-07 CIAE-00 INR-10 NSAE-00 RSC-01

RSR-01 /076 W
---------- 046308
R 121120 Z MAY 73
FM AMEMBASSY TEHRAN
TO SECSTATE WASHDC 2257

UNCLAS TEHRAN 3278

FOR COMMERCE

E. O. 11652: N/ A
TAGS: ETRD, IR
SUBJ: EARLY WARNING OF NEW PROJECTS BEING CONSIDERED BY
INDUSTRIAL CREDIT BANK (ICB)

REF: A. STATE 86679; B. TEHRAN 2320

1. EMBASSY REGRETS THAT PROJECTS BEING DEVELOPED BY ICB FAIL TO ELICIT INTEREST ON PART AMERICAN INDUSTRY.

2. LOCAL INVESTOR INTERESTED IN ALUMINUM FOIL PROJECT, WHO ASSOCIATED WITH ICB, CURRENTLY TRAVELING TO US AND HAD HOPED TO HAVE NAMES OF INTERESTED COMPANIES. IN VIEW NEGATIVE REACTIONS FROM TRADE SOURCES REPORTED REF A, EMBASSY WOULD LIKE TO HAVE NAMES THOSE SOURCES IN ORDER TO HAVE INFORMATION SENT TO VISITOR AND SAVE HIM VISITS TO DISINTERESTED FIRMS.

3. IT WAS NOT INTENT OF EMBASSY, AS EXPLAINED REF B, TO HAVE PROJECTS PUBLICIZED IN " COMMERCE TODAY" OR OTHER MEDIA AT THIS TIME . ALL PROJECTS IN PRELIMINARY PLANNING STAGE AND PURPOSE OF MESSAGE WAS TO OBTAIN SOME INFORMATION OF GENERAL NATURE AS TO FEASIBILITY, US INTEREST, ETC., IN ORDER TO PROCEED IN COOPERATION WITH ICB IN DEVELOPMENT OF PROJECTS. EMBOFFS HAD THOUGHT THAT THIS TYPE OF PARTICIPATION IN CONCEPTION STAGE OF
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ACTIVITIES IN QUESTION WOULD BE IDEAL MEANS OF ENSURING BIAS IN FAVOR US EQUIPMENT, SERVICES, AND TECHNOLOGY. SUBMISSION FOR PUBLICATION AT APPROPRIATE STATE OF ANY PROJECT OR TRADE OPPORTUNITY IS TECHNIQUE EMBASSY CONSTANTLY EMPLOYS BUT DID NOT BELIEVE APPROPRIATE THIS CASE.

4. EMBASSY FOLLOWING ALL PROJECTS BEING INITIATED, DEVELOPED, AND IMPLEMENTED BY ALL GOI AGENCIES, PRIVATE FIRMS, ETC., AND REPORTS THEM IN DETAIL DEEMED AT POINT MOST PROPER TO ENSURE US " PIECE OF ACTION."

5. INTEREST IN REF B BY MAJOR PROJECTS DIVISION, OFFICE OF EXPORT DEVELOPMENT WELCOMED. HOWEVER, PURPOSE OF MESSAGE WAS NOT RPT NOT TO STIMULATE INTEREST IN INVESTMENT . MAIN PURPOSE STATED IN PARA 4, REF B, I. E., " IN ALL CASES, ICB PRIMARILY INTERESTED IN PROCURING EQUIPMENT AND ENGINEERING SERVICES..." IN OTHER WORDS, THIS WAS PRIMARILY AN EARLY WARNING ON OPPORTUNITIES TO EXPORT RATHER THAN INVEST.

6. VISIT BY OFFICER FROM MAJOR PROJECTS DIVISION TO DISCUSS PROJECTS IN REF B DEFINITELY PREMATURE. OTHER MAJOR PROJECTS CURRENTLY BEING CONSIDERED IN IRAN, AS STATED ABOVE, BEING FOLLOWED, REPORTED, AND SUPPORTED BY EMBASSY. WHEN RIPE FOR SUBMISSION TO WASHINGTON AND CONSULTATION WITH USDOC SPECIALISTS DEEMED NECESSARY, EMBASSY WILL INFORM WASHINGTON IMMEDIATELY.
HELMS

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*** Current Handling Restrictions *** n/a
*** Current Classification *** UNCLASSIFIED

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